

# *ICPI*

## *Arizona*

### *Chapter*

#### Upcoming Events:

##### January 24 Meeting:

##### **Vander Kooi and Associates**

Don't forget to sign up early as seats are limited. The general meeting will be held immediately following the seminar.

##### **Next ICPI test: 2/22, 2/23**

President: John Traynor

Stone Creations 480.945.8808

Vice President: Kimberly Miller

European Pavers 602.253.5242

Secretary: Greg Smith

Superlite Block 602.352.3500

Treasurer: Ed Timmerman

Rock-N-Roll 480.759.6432

#### IN THE NEWS

The last general meeting was our best attended yet. Many contractors wanted to find out about cleaners and sealers. Techniseal and Surebond made excellent presentations on a great way to upsell and maintain that new look of pavers years after installation. For more information on this technique of making more money and protecting that investment, ask your local dealer for more details on the products available.

#### **Golf Tournament Date Set!!!!**

The details for the tournament are currently being finalized but the time and date have been set. **We will have a shotgun start promptly at 7:30 a.m. on Friday June 8, 2007 at the Legacy Golf Resort in Phoenix, AZ. The Legacy Golf Resort is located on 32<sup>nd</sup> Street just north of Baseline Road. Lunch will be served following the tournament.** There will be opportunities for sponsorship and some great prizes will be given at this first annual tournament. For sponsorship information, please contact Greg Smith at (602) 352 - 3500.

#### **From the President:**

**2006 was a great year for the ICPI Arizona Chapter. We were the fastest chapter to be reconzined by the national chapter. The response by the contractors and home builders is quite impressive. The ROC is now recognizing the chapter and asking for a set of standards to be used by the inspectors. We are now better orgaznizing our resources to respond to the membership and are looking forward to a better 2007.**

**John Traynor**

## VANDER KOOI PRESENTS:

### Estimating and Bidding Workshop

The Vander Kooi workshop is taught in an informal confidential atmosphere with the purpose of improving your financial stability through the proven principle of Charles Vander Kooi. The goals of the workshop are to provide you with a proven system where at the end of the second day you will have a future budget of what you need to charge for your labor and equipment. You will pre-determine a sales goal and overhead for the upcoming year, and apply the correct markup percentages on your material, equipment, labor, and sub costs in order to recover your overhead and make a profit.

## PHOTO CONTEST

Congratulations to Accent Paving on winning this month's Pavers Photo Contest. The photos below are of a recent project completed in the Phoenix area. John Summer-ville will be accepting the award and they are now entered into the finals for the Year End Best in Show Prize.



Are you wondering what ICPI is or why should I join? Check out their website at [www.icpi.org](http://www.icpi.org). Their website is full of ideas on installation, literature about best business practices, marketing materials for your business, and information about the most common obstacles that challenge today's paver contractor. Joining the national association entitles you to numerous publications and information about the industry as well as free access to marketing material and TECH SPECS. Look into joining today and separating your company from the rest!!!

## WEBSITE

The ICPI AZ Chapter is now on the web!!! Check out our brand new page and we are always welcome to suggestions.

[WWW.ICPIAZ.ORG](http://WWW.ICPIAZ.ORG)

## Welcome New Members to the ICPI AZ Chapter:

ABC Supply Company Inc	Roger Schilling	Phoenix Paver Manufacturing,	Carl Huffman
Accent Paving Inc.	John Somerville	PMP LLC	Marc Pisanelli
Arizona Pool Solutions	George Rodpoulos	RM Stonescaping	Rex Mann
Anasazi Stone	Neil Cowie	Rock-N-Roll Materials Inc	Edward Timmerman
Arizona Pool Solutions	George Rodpoulos	Select Build	Todd baker
AZ Block 2000	Jack Ross	Snap Edge	Michael Dirienzo
European Pavers Southwest Inc	Kimberly Miller	Soulliere	Scott Soullier
John Deere Landscapes	Brian Whitcher	Superlite Block	Greg Smith
JP Pavers	John Peria	Surebond International	Dan Ramirez
L&M Materials	Tom Haenfler	Stone Creations	John Traynor
Marvel Building	Marc Anderson	Stone Creek Landscape Inc	Terry Letterly
Modular Paving	Leni Abel	Techni-Seal	Judi Taylor
North American Pavers	Mike Biggers	The Rock Yard Inc	Dawn Radatz
Pattern Pavers	Monty Gaden	Wickenburg Landscape and Irrigation	Aaron Wolfe
Pathways	Brian Bramhill	Young Block, an Oldcastle Co	Marc Altamirano
Pave Seal of Arizona	Brian Timmins	The New Green Valley Building	Dan Orszeski
Paver Dean	Jacob Foster	Young Block, an Oldcastle Co.	Marc Altamirano
Pavestone Company	Brian Sitarz	RM Stonescaping	Rex Mann
Phoenix Installation Group Inc	Peter Wightman	The New Green Valley	Dan Orszewski
Wickenburg Landscape	Aaron Wolfe	Unique Landscapes by Griffin	Chris Griffin

## From the Membership Committee:

Membership in the ICPI Arizona Chapter continues to grow. The November general meeting and vendor trade show provided us with an additional five (5) members to bring the total membership for the Chapter to thirty-six (36). Involvement in the Chapter will help to advance the concrete paver market for everyone. A united voice is far more powerful and effective than each company working to promote concrete pavers on their own. We look forward to seeing all of you at our next general meeting on January 24, 2007 at Master Builders in Chandler, AZ at 3 p.m. Master Builders is located on the Northwest corner of Kyrene Road and Chandler Boulevard

**Don't miss January's meeting!! If you have never heard of Vander Kooi and Associates, check out their website at [www.vanderkooi.com](http://www.vanderkooi.com). They are consultants to many different industries. This is a real treat for them to come talk to us about Brick Paver installation. Because of his fee, a nominal charge will be assessed and registration prior to the event is required.**